



Title: Account Manager
Company: Turbopower, LLC
Location: Miami, Florida
Reports to: EVP/General Manager

Company Overview:

Turbopower, LLC (“Turbopower” or the “Company”) is a rapidly growing provider of maintenance, repair and overhaul services for gas turbine engines, auxiliary power units, components, and accessories to military and commercial customers worldwide. The Company provides services for Rolls-Royce T56 and Pratt & Whitney PT6 engines and holds numerous quality and customer certifications, including AS9110C, FAA/EASA Part 145 repair station and Rolls-Royce Authorized Maintenance Center certification. Turbopower operates out of a state-of-the-art 100,000 square foot facility with on-site engine test cells. Turbopower is an affiliate of Battle Investment Group, LLC and is based in Miami, FL.

Position Summary:

Turbopower is currently seeking a highly motivated individual to support the continued growth of its business. The Account Manager plays a vital role in managing client accounts and fostering strong relationships with existing customers. This position requires a dynamic individual with a keen understanding of aerospace engine repair services and customer service. Responsibilities include overseeing client accounts, addressing customer inquiries and concerns, creating cost estimates, coordinating with internal teams to ensure timely project completion, and identifying opportunities for account growth.

Responsibilities:

The successful candidate will be responsible for a wide range of responsibilities, including the following:

- Responsible for the management of engine and accessory programs to ensure production schedule, cost estimate, gross margin targets, and customer requirements are met.
- Identify program risk areas, risk mitigation strategies and build contingencies into the production schedule from planning through the completion of the work order.
- Coordinate with the sales and production team to determine priorities of work in process.
- Chair meetings regarding work scopes and present relevant product information on requirements, time and cycles, and parts requirements. Confer with engineering and quality personnel. Issue and update work scope of orders.
- Identify the critical path within the project and ensure all departments focus on these points to include established due dates and pending items.
- Develop accurate and detailed cost estimates for all projects and deliverables.
- Work closely with the sales team to understand customer requirements and pricing expectations.
- Ensure alignment between cost estimates and pricing strategies to maximize profitability.
- Provide periodic status reports to customers.
- Review initial pricing, teardown reports, detail inspection reports and engineering data to ensure accuracy.
- Ensure consistent, effective communications and build strong relationships with customers. Coordinate visits with customer representatives as required.
- Collaborate with sales department in the preparation of proposals and contracts.
- Coordinate with finance to ensure invoice processing and with customers to secure scheduled and outstanding payments.

- Travel as required to customer site to discuss current/future projects and to understand broader customer needs and requirements, and future plans with the goal of added business.
- Additional duties as assigned.

Education & Experience:

- 3-5 years of experience in a program management role within a Maintenance, Repair, and Overhaul environment, and/or Account Management in the aviation industry required.
- Engine MRO experience required with a preference given towards T56 and PT6 platforms.
- Bachelor's degree in Business Administration or Technical degree preferred.
- Experience in Quantum Accounting (ERP) is preferred.
- Must have a strong fundamental understanding of turboprop design and operation.
- Demonstrated leadership capability; excellent communication, teamwork, and interpersonal skills; committed to working collaboratively; high level of independent judgment to analyze and resolve problems.
- Advance level experience with Excel is required. Proficiency with Microsoft Office Products as Word, PowerPoint, Outlook.
- Bilingual (English and Spanish) a plus.

Knowledge, Skills, & Attributes:

- Solve problems with minimal supervision and meticulous attention to detail.
- Working knowledge of CRM (customer relationship management) and ERP/MRP
- Possess a LEAN mindset: always looking for more efficient methods to complete work at the organizational and individual level.
- Understanding of financial reporting and metrics.
- Demonstrated initiative, drive, and resilience; action and results oriented.
- Sense of urgency is evident in all aspects of work.
- Excellent communication and interpersonal skills.
- Ability to work independently and exercise judgment.

Physical/Working Environment:

- The work environment is a standard office and MRO shop setting.

Basic Schedule:

7:00 am – 3:30 pm Monday – Friday, additional time as needed.

Turbopower is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.

**Interested candidates can submit their resumes for consideration to:
resumes@turbopowerllc.com**